

## HOW MUCH DOES IT COST?

Costs for production vary depending on your needs and your product. The Center charges a membership fee, hourly fees for production, and fees for storage rental. For certain members, a batch or per unit charge may be negotiated with the Program Manager.

### RATE INFORMATION

<u>Center Costs</u>	
Monthly Membership Dues*	\$20.00
<u>Hourly Production:</u>	
Gas Operations	\$25.00
Non-Gas Operations	\$15.00
<u>Monthly Dry Storage:</u>	
Pallet or Small Cage	\$25.00
Large Secure Cage	\$30.00
<u>Weekly Cold Storage:</u>	
Linear Foot	\$5.00
Rolling Rack	\$10.00
Pallet	\$15.00

\* Annual Membership is \$240. Annual Membership is due in full or in monthly installments. Agricultural value-added producers may be eligible for a 3-month Harvest Membership. Call for details.

A refundable security and cleaning deposit of \$400 is required prior to production in most cases. Deposits are refunded with interest at the termination of members' use of the Center. Other costs associated with normal business operations include, but are not limited to: product liability insurance, inspections and licenses, and other costs not charged directly by the Center. The Center requires that producers be fully insured and properly licensed prior to any manufacturing of products for public consumption.

**FRANKLIN COUNTY  
CDC  
COMMUNITY  
DEVELOPMENT  
CORPORATION**  
Western Mass Food Processing Center  
324 Wells St.  
Greenfield, MA 01301

## WESTERN MASS FOOD PROCESSING CENTER

### COMPLETE SOLUTIONS FOR FOOD PRODUCERS AND ENTREPRENEURS

#### *Value-added Farm Products*

Support and training for agricultural producers and growers making value-added products or preserving harvests for retail and wholesale.

#### *Specialty, Organic & Natural Food Producers*

Complete technical assistance, business planning, product development, distribution resources and manufacturing space for specialty and organic food producers.

#### *Professional Development*

Classes, workshops, and seminars designed to help start your business and expand your capabilities as a food entrepreneur.



*The owners of Lucky Cat show off the first bottle  
of their Yerba Zoom herbal energy drink.*

# OUR MISSION

*The Western Mass Food Processing Center mission is to promote economic development through entrepreneurship, provide opportunities for sustaining local agriculture, and promote best practices for food producers.*

## “YOU SHOULD SELL THIS!”

**Have you ever been told that your recipe is good enough to bottle?** That’s the seed that grows into a successful food business at the Center.

The Center can help you overcome the obstacles to commercial success and guide you through the process of bringing your recipe to market. With the resources of the Center and the support of the Franklin County CDC behind your business, you can realize your dream of owning your own business.

## HOW DO I GET STARTED?

Arrange a visit to the Center and discuss your concept with the Program Manager. Learn how the staff at the Center will work closely with you to help get your idea off the ground. Tour the Center and envision your business growing and succeeding with our support

## WHAT WILL I FIND AT THE CENTER?

You will find a fully equipped modern production facility that meets federal, state, and local standards. Here is a brief look at what else you will find at the Center:

- Fruit juicer
- 40-gallon steam kettle
- Hot-bottling automation
- Proofing and convection ovens
- Conventional oven and range
- Pizza ovens
- 25-gallon tilting skillet
- Large capacity mixers, choppers, shredders
- Dry, cold and frozen storage
- Shipping and receiving area with loading dock
- 24 hour secure access
- Vegetable wash and prep areas
- Complete sanitation program and equipment
- Shared office space and equipment

*“The Center was essential in getting us on retail shelves.”*

*Stu Esty, Uncommon Condiments*

## HOW WILL THE CENTER SUPPORT MY BUSINESS?

From start-up to market, the Center will work with you to provide every advantage as you launch or expand your business.

Before you make your first commercial batch, you can take advantage of our support in business planning, recipe

development, scale-up and testing, referrals to labs for product testing, and preparation for license inspections.

After your business is licensed and ready to make the first batch, we offer production assistance, marketing support, and networking with distribution channels. These are just some of the ways that the Center will support your business.

*“The...support and guidance the Center has given us have been invaluable. We could not have done it without the Center.”*

*Kristen Estey & Steve Bethel  
Bethel Farm’s Kanghi Miso Sauce*

## CENTER MEMBERSHIP

Our program is a part of the Franklin County Community Development Corporation. The CDC is a non-profit economic development organization that offers Business Lending and Technical Assistance programs to its members. Membership at the Center costs only \$20 per month, and includes your membership to the Franklin County CDC. Seasonal farm operations can take advantage of our Harvest Membership.

**FOR MORE INFORMATION  
CALL HERB HELLER TODAY AT  
413-774-7204 (EXT. 108)**